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division of economic development & finance

commerce matters

Commerce Seeks New ED&F Director

The North Dakota Department of Commerce is conducting a search for the position of Director of the Division of Economic Development and Finance. The Division consists of a business development team, a research team and the North Dakota Development Fund. This person will lead and manage the Division's activities which revolve around project development and finance. The Director is responsible for the creation, implementation and management of development strategies, in conjunction with the Commissioner, to ensure successful statewide economic development.

If you are interested in the position, please submit your resume to Mr. Daniel Logan, PACE Group, P.O. Box 1502, Tupelo, MS 38802. Paul Govig is also available to answer questions and he can be reached at 328-4499. ●

American Indian Business Development Office Up and Running

The new American Indian Business Development Office is operational, helping American Indian businesses leverage government procurement opportunities, access state and federal resources and facilitate partnerships between Indian and non-Indian businesses.

Commerce was directed by the 2005 legislative session to create the office, and is contracting with the Impact Foundation – a regional, donor-focused philanthropic organization – to operate the program. The Impact Foundation also recently launched a procurement assistance center to help rural North Dakota businesses supply their products and services to federal, state and local agencies. The new director for both



A news conference was held at the Department of Commerce in June to announce the launching of the American Indian Business Development Office. Members of the media learned about the office's strategy from (l-r) Prominent American Indian business owner Jim Laducer, Director Christine Martin-Goldsmith, Rep. Rick Berg and Commerce Commissioner Shane Goettle.

programs is Christine Martin-Goldsmith, and she is headquartered in Bismarck.

Martin-Goldsmith envisions providing hands-on services to clients by establishing relationships with federal buyers; setting up clients on bid-match software; providing strategic analysis; helping clients create web sites for government contracting; and creating a web site of all non-Indian companies that would like to partner with minority-owned businesses on government contracts. ●

Dakota MEP Staff Attend National Conference

Eight staff members from Dakota Manufacturing Extension Partnership (Dakota MEP) attended the 2006 MEP National Conference from May 21-25 in Orlando, FL, to learn about additional opportunities that will help manufacturers in the Dakotas become more competitive, productive and profitable.

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Sessions were conducted to help MEP Centers and their partners assist manufacturers with energy/environmental management, growth strategies, innovation and technology deployment, process improvement, supply chain innovation and workforce development.

Randy Schwartz along with three other panel members presented a workshop titled, "Collaboration: Smart Partnerships Help Gain Greater Impact for Clients." Dakota MEP's approach to building collaborative partnerships has been noteworthy to the national MEP system, particularly the innovative approach they've taken to working with the state's Small Business Development Centers.

Schwartz says of the conference, "It's an exceptional opportunity to work with others within the national MEP system to develop new initiatives, services and supports to grow manufacturing in the Dakotas. It allows us to work with the national MEP system and individual MEP Centers. ●

New Professionals Orientation Planned Aug. 10

Each quarter the Department of Commerce hosts an all-day educational/orientation session for new professionals in jobs focused on economic development, rural development or community growth throughout the state. Thursday, Aug. 10, is the next planned session.

If you have someone new on your staff or know of a new volunteer developer or even someone in a prominent position within your community who would benefit from learning about programs and services offered through the Department of Commerce, e-mail Pamela Trhlik at ptrhlik@state.nd.us or call her at 701-328-5371. The fourth quarter session is tentatively planned for Thursday, November 2. ●



Pamela Trhlik (standing) has led more than 300 state employees through a 75-minute workshop that provides a "Knew View" of North Dakota.

image of the state by first arming state employees with new information and positive facts about North Dakota.

The image information campaign entitled, "Knew View," is a 75-minute interactive workshop filled with timely North Dakota information about small and big business, industry, education, wages, state rankings, and fun facts and figures.

About 300 state employees from the North Dakota departments of Commerce, Transportation and Tax, Job Service Service North Dakota, the Bank of North Dakota, and the Secretary of State's office have already participated with rave reviews of the program. Following the first phase of the program, a decision will be made how to launch the image information campaign in the private sector. For more information regarding "Knew View" contact Pamela Trhlik at 701-328-5371. ●

North Dakota Featured in U.S. Department of Commerce Television Program

Economic Development Today, a program sponsored by the

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U.S. Department of Commerce's Economic Development Administration, has produced a one-hour documentary entitled, "North Dakota's Strategy for Growth in the 21st Century: A Rural Economy in Transition."

The film schedule included interviews with Gov. John Hoeven, Commissioner Shane Goettle and staff from Great River Energy, Blue Flint Ethanol, Dakota Gasification Company and the North Dakota State University Research Technology Park. If you are interested in viewing the program, it is now available as a Webcast on EDA's Web site at <http://www.eda.gov/NewsEvents/WebCastsVideos.xml> ●

Funding Approved for Centers of Excellence

Governor Hoeven recently announced \$3.4 million for three new Centers of Excellence. Williston State College (WSC) received \$400,000 for the Petroleum Safety and Technology Center, one of the state's *Centers of Excellence* project recipients. The Center will co-develop and apply new oilfield technologies to meet the growing workforce and technology needs of the oil and gas industry in the Williston Basin. The new training site will offer hands-on experience with an actual rig and WSC's Workforce Training Division will educate workers in

the industries latest technology.

A \$1 million check was presented to the University of North Dakota for its Center of Excellence for Economic Development in Unmanned Aerial Vehicles and Simulation Applications. The Center will partner with private industry to bring new Unmanned Ariel Vehicle (UAV) and related business ventures to the state. The third funding award of \$2 million went to North Dakota State University for its Center of Excellence for Agbiotechnology: Oilseed Development. This center will make available conventional and/or deregulated biotechnology lines of soybeans and canola with unique oilseed traits that have potential as biofuels, specialty lubricants and health care products. Monsanto Corporation, Dakota Skies Biodiesel Inc. and Archer Daniels Midland Company are the private sector companies involved in the project. ●

Economic Development Professional Certification Program Planned in September

The Economic Development Association of North Dakota and the Department of Commerce are sponsoring the National Development Council's Economic Development Professional Certification Program with two sessions to be held in September 2006 and April 2007.

Economic Development 101 – ED Finance will be held September 25-29 at the Seven Seas Inn & Conference Center in Mandan. Economic Development 201 – Business Credit Analysis is scheduled April 23-27, 2007 at the Doublewood Inn in Bismarck. The deadline to register for the first session is Aug. 31, 2006. Further information can be obtained at www.ednd.org (News section) or by calling Carissa Richter at 701-222-0929. ●

APUC Funds Six Projects

The North Dakota Agricultural Products Utilization Commission



Increased production of canola provides another cash crop for our state's farmers and a plentiful source for biodiesel plants like the Archer Daniels Midland plant under construction near Velva, ND, and Dakota Skies Biodiesel Inc. in Minot which recently broke ground.

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(APUC) approved \$160,930 in funding to six agricultural projects at its spring meeting. They include:

- **Ag Open** of Williston was granted \$5,000 to help offset marketing costs for the three-day event held in Williston for businesses from across the country interested in North Dakota agriculture products.
- **Bless My Bloomin' Cookies** of Enderlin was granted \$8,130 for advertising and marketing their business of hand-painted, edible, gourmet cookies and other specialty items.
- **Lamars Dairy** of Fairmount was granted \$98,000 for legal, feasibility study, business plan, permitting and engineering of a 3,200-head dairy. Plans are to begin construction this summer.
- **Marketplace of Ideas** was granted \$15,000 for marketing and advertising Marketplace. Marketplace was started 17 years ago to promote development of North Dakota's agriculture industry and ag-related businesses.
- **NDSU Agribusiness & Applied Economics** of Fargo was granted \$24,800 to study the impact the APUC program is having on North Dakota's economy. The study will include additional employment, gross income receipts and state tax revenue that has resulted from APUC-supported projects.
- **Red Trail Vineyard** of West Fargo was granted \$10,000 for marketing the 1st Annual Wine & Grape Harvest Festival. The festival will include food, entertainment, music and a Grape Stomp. ●

Development Fund Wraps Up Fiscal Approvals

Thirty-one projects received \$6,632,726 funding from the North Dakota Development Fund and Rural Fund programs during the July 1, 2005, to June 30, 2006, fiscal year. Some of the latest projects receiving funding include:

- \$350,000 for Packet Digital of Fargo
- \$750,000 for the UND Centers of Excellence

- \$250,000 for North Dakota Natural Beef in Fargo
- \$1,000,000 for Upstream LLC of Fargo
- \$100,000 to Forestwood Inn in Walhalla
- \$300,000 to Harriston-Mayo, LLC in Minto

Eighteen projects were approved in urban areas, totaling \$4,453,098 and 13 projects were approved in rural areas totaling \$2,179,628. Since the Development Fund's 1991 inception and startup of the Rural Fund in 1994, 415 projects have been funded for \$60,605,701, with 197 projects in rural communities totaling \$22,705,756. For more information about the Development Fund, call Dean Reese at 701-328-5334 or Scot Long at 701-328-7256. ●

Ambassador Program Will Partner with MDU for Presence at Hostfest

Program Director Amanda Mack announced the Ambassador Program will have a substantial presence at this year's Hostfest, Oct. 10-14, in Minot. Partnering with Montana-Dakota Utilities, who has been a strong Hostfest supporter for years, the Ambassador Program will be incorporated into the MDU messaging center and various marketing materials. "We are looking at more creative ways to partner with existing events and programs to increase ambassador awareness and bring on new people enthusiastic about our state," Mack said. To learn more, visit the website at www.luvnd.com or contact Amanda at 701-328-7264. Learn more about the Hostfest at www.hostfest.com. ●

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BUSINESS HOTLINE:
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